

Message Text

UNCLASSIFIED

PAGE 01 SINGAP 00386 310847Z

43

ACTION EB-11

INFO OCT-01 EA-11 ISO-00 COME-00 SPC-03 PER-05 SS-20 A-01

ABF-01 IO-14 DRC-01 RSC-01 /069 W

----- 012143

R 310540Z JAN 74

FM AMEMBASSY SINGAPORE

TO SECSTATE WASHDC 9964

UNCLAS SINGAPORE 386

E.O. 11652: NA

TAGS: EIND, ETRD, SN

SUBJ: EFFECTIVENESS IN OVERSEAS COMMERCIAL FUNCTION

REF: A) STATE 239800 B) SINGAPORE 3151 C) SINGAPORE 1262 (2-26-73)

D) SINGAPORE 1273 (3-27-73)

1. THIS EMBASSY MADE SEVERAL SPECIFIC RECOMMENDATIONS IN REFERENCED SINGAPORE TELEGRAMS. I WOULD LIKE TO CALL THOSE RECOMMENDATIONS TO THE DEPARTMENT'S ATTENTION WHICH WE BELIEVE ARE STILL VALID AND TIMELY AND TO EMPHASIZE ONE OF THEM WHICH I BELIEVE WOULD GREATLY STRENGTHEN OUR COMMERCIAL PROGRAM. THAT RECOMMENDATION CONCERNS THE NUMBER, QUALITY AND RESPONSIBILITIES OF OUR FSL COMMERICAL STAFF.

2. POSTS COULD DO A MUCH MORE EFFECTIVE JOB OF COMMERICAL PROMOTION AND BUSINESS SERVICES IF WE WERE AUTHORIZED TO ENLARGE SUBSTANTITALLY OUR FSL STAFF. WE SHOULD RECOGNIZE THE FUNDAMENTAL DIFFERENCE BETWEEN COMMDGRICIAL WORK AND TRADITIONAL APPROACHES TO ECONOMIC AND POLITICAL REPORTING RESPONSIBILITIES. A POLITICAL/ECONOMIC REPORTING OFFICER RELIES LARGELY UPON HIS OWN RESOURCES, INCLUDING HIS CONTACTS, HIS KNOWLDGE OF THE COUNTRY AND HIS ABILITY TO COMMUNICATE AND ANALYZE. COMMERCIAL OFFICERS, HOWEVER, MUST HAVE A STAFF IF THEY ARE TO AVOID GETTING BOGGED DOWN IN ROUTINE. YET LOCAL STAFFS AVAILABLE TO COMMERCIAL OFFICERS ARE, IN MY JUDGEMENT, WOEFULLY INADEQUATE. THE

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 SINGAP 00386 310847Z

VAST MAJORITY OF COMMERCIAL WORK IS ROUTINE AND NON-

SENSITIVE AND MUCH OF IT CAN BE DELEGATED TO FSLs. BEYOND THAT, FSLs, IF PROPERLY QUALIFIED, CAN DO A GREAT DEAL OF THE PROFESSIONAL WORK OF AN AMERICAN OFFICER AND, IN SOME RESPECTS, DO IT BETTER SINCE THEY PROVIDE GREATER CONTINUITY AND ARE MORE KNOWLEDGEABLE ABOUT LOCAL MARKET CONDITIONS AND PERSONALITIES.

3. THIS AND OTHER POSTS, AS WELL AS THE OMB STUDY, HAVE RECOMMENDED STRONGLY THAT FSL JOBS BE MADE MORE RESPONSIBLE AND REWARDING, AND THAT MORE PROFESSIONAL LEVEL FSLs BE HIRED. AT PRESENT, INADEQUATE NUMBERS OF FSLs MAKE IT IMPOSSIBLE AT THIS POST AT LEAST TO ELEVATE FSL POSITIONS TO A PROFESSIONAL LEVEL. SO LONG AS THIS IS TRUE AND FSLs' CAREER OPPORTUNITIES ARE PRETTY WELL LIMITED TO ROUTINE OR CLERICAL WORK, WE WILL BE UNABLE TO RECRUIT PROFESSIONALLY QUALIFIED PERSONNEL AND KEEP THEM SATISFIED WITH CAREER DEVELOPMENT PROSPECTS.

4. IN ADDITION TO NEEDING MORE AND BETTER QUALIFIED FS, WE SHOULD PAY MUCH MORE ATTENTION TO CAREER DEVELOPMENT AND TRAINING AND MAKE THEIR PAY SCALES COMMENSURATE WITH LOCAL PROFESSIONAL STANDARDS.

5. I STRONGLY RECOMMEND THAT THE DEPARTMENT OF STATE AND COMMERCE REVIEW THIS MATTER AND DEVELOP SOME SPECIFIC GUIDELINES FOR USE IN FUTURE BUDGET AND PERSONNEL DECISIONS.
CRONK

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FOREIGN INVESTMENT, TRADE PROMOTION, PERSONNEL, FOREIGN SERVICE LOCAL EMPLOYEES
Control Number: n/a
Copy: SINGLE
Draft Date: 31 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974SINGAP00386
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: SINGAPORE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t1974012/aaaaabhq.tel
Line Count: 88
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A) STATE 239800 B) SINGAPORE 3151 C)
Review Action: RELEASED, APPROVED
Review Authority: WorrelSW
Review Comment: n/a
Review Content Flags:
Review Date: 09 OCT 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 OCT 2002 by elyme>; APPROVED <25-Nov-2002 by WorrelSW>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EFFECTIVENESS IN OVERSEAS COMMERCIAL FUNCTION
TAGS: EIND, ETRD, BEXP, SN, US
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005